

APPI Case Study

Ambox Saves \$77,000 on Electricity Through the PMA Savings Solutions Program

Pat Keith, Vice President and Controller of Ambox, Inc., a PMA member located in Houston, TX, contacted Affiliated Power Purchasers Int'l (APPI) in March of 2004 to investigate the Savings Solutions Program. At the time, Ambox was receiving its electricity supply from Reliant Energy, the incumbent utility for the Houston area.

APPI analyzed Ambox's accounts and continually monitored the market to identify qualified suppliers that were eager to have Ambox as a customer. APPI Account Manager Jeff Sherman assisted Mr. Keith with the process of comparing and contrasting the three offers that APPI identified as having the best combination of price and contract terms and conditions. The end result – Ambox is projected to save \$77,000 over the next two years on its electricity costs.

“The real advantage of the Savings Solutions Program is that APPI does all the work”, says David Sansone, Executive Director for PMA. “APPI makes the process simple, easy to understand, and beneficial for PMA members, allowing members to concentrate on their businesses.”

Ambox's experience illustrates how PMA members can benefit by working with APPI. APPI navigates the maze of electricity deregulation and provides members with the education and tools to make prudent business decisions. PMA members can benefit from working with APPI, an independent utility consultant with considerable expertise in the nation's ever-changing electricity markets.

In addition to electricity savings, APPI can provide PMA members with reductions on telecommunications, water, waste removal, and freight services. To find out more about how your company can save through the PMA Savings Solutions Program, contact Jeff Sherman at 800-520-6685 or jsherman@appienergy.com.